



ERP Features for Wholesale Distribution

An Overview - 2026 Edition



KUMA
VISION

ERP
CRM
DMS
CLOUD

Features specifically designed for Wholesale

Overview

Note: The following overview lists the most relevant ERP features for wholesale distribution. As our products are continuously developed, this overview is intended as a guide and does not claim to be exhaustive. The range of reference processes we offer is continuously expanded based on customer requirements and new market developments.

If you have any questions or suggestions, please feel free to contact our team directly at (email).

Sales and Order Management



Flexible order types: Manage standard sales orders, drop shipments, sample orders and consignment transactions in one system.



Multi-level pricing: Automatically apply volume pricing, special terms, discount structures and bonuses without manual intervention.



Cross-Selling Suggestions: During order entry, the system recommends suitable additional items and helps your sales team generate additional revenue.



Quotations with variants: Add alternative and optional line items to quotations and transfer pricing agreements directly from the quotation.



Credit limit checks: Outstanding receivables and credit limits are automatically checked during order entry.



Set processing for preconfigured product bundles



Document history providing a complete overview of customers, orders and quotations



Order entry based on customer history for faster repeat ordering



Pro forma invoices for international business



Bonus and commission settlement



Delivery date tracking with automatic notifications



Mandatory field checks for master data and order entry



Product and product group listings

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Purchasing and Procurement



Purchase proposals and planning: Requirement calculations based on minimum stock levels, inventory coverage, blanket orders, and recommends purchase quantities.



Supplier management: Centrally maintain supplier item numbers, terms and conditions, free-freight thresholds and minimum order values, and automatically take them into account.



Order confirmation monitoring: Record supplier confirmations, identify discrepancies and actively track delivery dates.



Container management: Manage imported goods in containers, allocate costs and plan goods receipts.



Invoice verification: Automatically reconcile incoming invoices with purchase orders and goods receipts.



Requests for quotations and batch enquiries to multiple suppliers



BMEcat interface for electronic supplier catalogues



Blanket purchase orders with call-offs



Inventory coverage planning for dynamic minimum stock levels



Purchase of fixed assets with direct integration into fixed asset accounting



Returns management for suppliers



Supplier reminders

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Warehouse and Logistics



Scanner-supported warehouse management: Mobile scanners for goods receipt, put-away, picking and shipping enable fast, low-error processes.



Flexible warehouse strategies: Freely combine random storage, fixed storage locations, zoning and stock transfers.



Shipping provider integration: Direct integration with DHL, DPD, UPS, GLS, TNT and other providers, including label printing and tracking.



Picking methods: Use pick lists, scanner-guided picking or multi-stage processes depending on warehouse size and product range.



Real-time inventory overview: View stock levels across all storage locations, zones and sites at a glance.



Periodic and perpetual inventory



Creation of customised product labels and label printing



Parcel tracking and shipment status for customers



Quality assurance during goods receipt, including inspection equipment management



Kanban Management

Service and After-Sales



Claims and complaint management: Record complaints, manage corrective measures and document their causes.



Maintenance contracts: Manage and automatically invoice recurring services.



Rental equipment and rental business: Rent out equipment, plan rentals visually and process billing when rental services form part of the wider trading business.



Returns and replacements: Handle returned goods, replacement equipment and replacement deliveries through a standardised process.

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Finance and Controlling



Contribution margin calculation: Transparently analyse margins by order, customer, item or product group.



Costing with additional procurement costs: Automatically include purchase prices, customs duties, freight, storage and handling costs in landed cost calculations.



Consolidation: Combine data from multiple companies or locations into standardised reports.



Payments: Automate domestic and international payments, bank statement imports, dunning processes and interest calculations.



Inventory valuation: Automated write-downs and valuation based on different methods.



Revenue recognition at the time of delivery



Flexible handling of tax requirements



XBRL, Extensible Business Reporting Language



IFRS postings



Fixed asset accounting



Cost accounting



Supplier reminders